

France Pouring Thousands of Troops Through Alpine Passes to Save Venice

375,000 RUSS TROOPS QUIT TRENCHES ON UKRAINE LINE

(Continued from First Page.)
mally answered or ignored is as yet undecided.

LONG, HARD STRUGGLE TO WIN WAR, DECLARES CONGRESSMAN STEPHENS

A long and hard struggle is ahead to defeat Germany, and the United States must prepare accordingly. It will not do to underestimate the enemy.

This is the view held by Congressman Stephens of Nebraska, who has just reached Washington on his return from a trip to the battlefields of western Europe. Mr. Stephens is one of the six members of the House who have returned for the session.

"The war will be a long one," said Mr. Stephens. "We must prepare for it on a great scale. I was very much impressed with the highness of it and the tremendous importance of it. America can't do too much or hurry too rapidly in order to sustain these nations that are worn to the bone with three years of hard fighting."

"There is no question that the allies will win the war. It is a question of time and money and stickiness."

"We visited Belgium and were especially touched with our trip there. We learned the old story of the terrible tragedy of that country."

Mr. Stephens spoke highly of the administrative efficiency of the American army, and said he was very much encouraged by reason of what he saw when he visited the American troops at the headquarters of General Pershing.

HAIG REPORTS REPULSE OF FURIOUS ASSAULT BY Foe AT BOURLON WOOD

LONDON, Nov. 27.—Repulse of a violent enemy counter attack in the northeast corner of Bourlon wood was announced by Field Marshal Haig today.

The assault came late last night. It was the first counter thrust of major force which the enemy had directed against the new British advanced position in the wood for nearly twenty-four hours. Near by in Bourlon wood, however, the fighting has been almost continuous, the position being half British and half German, with both sides striving violently to increase their holdings.

Return to Old Warfare.

The effect of Haig's follow-up surprise is practically a return to the old battle methods of the days of Mons.

The first assault of the tanks and the British infantrymen carried them beyond the elaborate Hindenburg trench lines. Then came cavalry to sweep over the countryside.

The enemy had no chance to burrow deep ditches or make elaborate dug-outs. The hurriedly advanced British did not either. On both sides the troops dug in, each man individually throwing up his own cover.

There were very few shell holes, so that the mobility of the cavalry is being utilized to its fullest degree, the sweeping movement being unhampered by holes and craters.

Cavalry Still at It.

Today's dispatches indicated this old style of opening still continued in more or less degree. British cavalry was still hard at it, charging positions, batteries, even the treacherous trenches.

Scores of units actually sweeping miles in advance of supporting columns,



HINDENBURG ORDERS LINE AT CAMBRAI HELD TO LAST MAN; FEAR TANKS

LONDON, Nov. 27.—Field Marshal von Hindenburg, the driving force of the great German war machine, has ordered that "Cambrai be held to the last man," according to statements made by prisoners captured in the struggle raging around Bourlon wood.

As the German line in the west stands today the fall of this stronghold would be a strategic calamity to the Germans, and the divisions battered into wrecks by the British drive against the Cambrai defenses are being reformed and sent back into the fray as fast as the officers can perform the task.

German Tank Artillery.

German artillery, held in reserve at the base of Lille, has been rushed to the front, and is now posted behind Cambrai, Quent, and Bullecourt, shelling the British lines.

That Field Marshal Haig has the Germans guessing is shown by their nervousness. Dispatches from the front today said that German batteries all along the front from Lens to St. Quentin keep a steady shower of star shells lighting up the field from sunset to dawn, not knowing where the next thrust will be made.

The Germans apparently fear the British make more than they do the infantry, for the tank attack delivered on the first day of the attack did more than anything else to smash the Hindenburg line, and they have put a wholesome fear into the hearts of the "Tentons."

British Continue Pressure.

In front of Cambrai the British have continued to launch their chief pressure northwest of Cambrai, attempting to drive between the German base and Quent and thus get to the rear of the German defenses along the Drocourt-Queant switch, a series of positions supporting the northern end of the Hindenburg line. The big objective of the British, which lies behind all of the offensive operations in northern France since the opening of the attacks in the spring, is to break through to the French coal fields and industrial district which lies behind the Hindenburg line.

Military experts express the opinion that the fighting will continue through the winter, in spite of inclement weather and muddy terrain.

FRENCH TROOPS POUR THROUGH ALPINE PASSES TO ROLL BACK TEUTONS

WITH THE FRENCH ARMIES IN ITALY, Nov. 27.—French troops are pouring through the Alpine passes today. Relief is in sight for Italy.

Men and guns to roll back the would-be despoilers of Venice are passing in seemingly never-ending streams through the Century-channel, ed valleys and ravines.

The heavy losses that the Germans have sustained on the Cambrai and the Ypres fronts, taken in conjunction with the necessity of maintaining intact their defensive alignment against heavy French pressure from south of Cambrai to Alsace, as well as the great drought in men drawn by the Italian campaign, has apparently had the effect of exhausting their reactive powers before the British. Nor have the divisions withdrawn from the Russian front seemingly been able to do more than bolster up a general defense that otherwise might have failed altogether in the face of the great allied offensive operation. The British, at least for the time being, have literally fought the Germans to a standstill on the Cambrai battle area. The forces of General Byng have battled their way through the crucial portion of the Bourlon woods, west of Cambrai, and dominate the country all the way to and beyond the German base. The German official reports have not yet made public the loss of this vital point of defense, admitting it only indirectly by the statement that the village of Bourlon, beyond the high forest, is still in German hands. But the latest British report chronicles the capture of a considerable portion of the village.

The German official reports in regard to the Italian front display a rightabout in attitude, indicating plainly that the Austro-German forces are now on the defensive in the vital northern front, between the Piave and the Brenta rivers. The Germans, moreover, denounce such counter attacks as they have made as "local" attacks, whereas the Italian official report states that these were heavy massed assaults, delivered against the Italian left center and right after great artillery preparation. All these attacks, the Rome report says, were repulsed, with sanguinary losses to the Teutonic troops.

Along the front of the recent French advance on the Verdun line, east of the Meuse, in the region of Hill 344, the Germans have strongly shelled the new French positions, but delivered no counter attacks. The French hold all their gains.

The Government Officially Recognizes the Whiskey Evil

The last session of Congress gave to the President full power to stop entirely the manufacture of beer or to fix its alcoholic content. Acting under this authority, and upon the recommendation of the United States Food Commission, a proclamation has been issued today, fixing the alcoholic content of beer at 3 per cent, and providing for a conservation of the grain used in brewing, or feeding cattle. This will have the effect of making American beer lower in alcoholic content than any other beers manufactured throughout the world, and will increase the volume of water used, so that in the future American beers will contain more than 85 per cent of distilled water. The full text of the order follows:

The President has approved the recommendation of the Food Administration that the alcoholic content of beer should be reduced in the first instance to 3% maximum, and that the volume of grain to be used in brewing shall be reduced to an amount approximately 70% of the amount of grain formerly used, enabling the brewing of the same volume of beer.

Further provisions are being made to increase the maximum output of cattle feed from brewing establishments.

The food bill provides for the prohibition of the use of foodstuffs in the production of distilled spirits for beverage purposes and the use of food stuffs for the production of distilled drinks was stopped on September 8. There is, however, in the country from two to three years' supply of whiskey, brandy and gin, and other distilled liquors. The food bill provides that these liquors can be commandeered by the Government if required for purposes of manufacture of alcohol for munitions.

On the other hand, the requirements for industrial alcohol in addition to the normal output from sawdust and other waste products, is at present negligible.

Those who wish brewing entirely suppressed should therefore bear in mind that if such a course were pursued the country would be placed on a whiskey basis entirely and the amount of alcohol consumed would most probably increase.

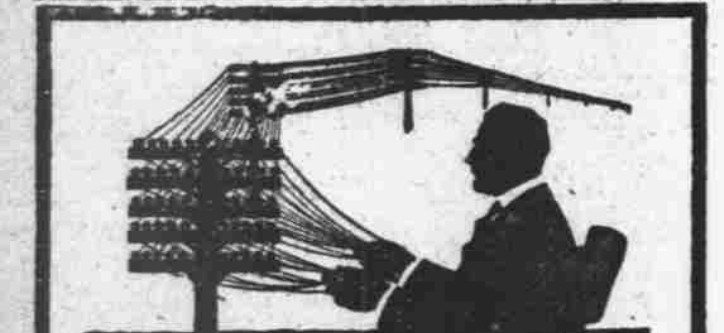
The desirability of saving all the grain used in brewing from the point of view of food conservation is therefore limited by the social question involved in the exclusive use of whiskey.

EUROPEAN WAR NEWS SUMMARY

The heavy losses that the Germans have sustained on the Cambrai and the Ypres fronts, taken in conjunction with the necessity of maintaining intact their defensive alignment against heavy French pressure from south of Cambrai to Alsace, as well as the great drought in men drawn by the Italian campaign, has apparently had the effect of exhausting their reactive powers before the British. Nor have the divisions withdrawn from the Russian front seemingly been able to do more than bolster up a general defense that otherwise might have failed altogether in the face of the great allied offensive operation. The British, at least for the time being, have literally fought the Germans to a standstill on the Cambrai battle area. The forces of General Byng have battled their way through the crucial portion of the Bourlon woods, west of Cambrai, and dominate the country all the way to and beyond the German base. The German official reports have not yet made public the loss of this vital point of defense, admitting it only indirectly by the statement that the village of Bourlon, beyond the high forest, is still in German hands. But the latest British report chronicles the capture of a considerable portion of the village.

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PICKING OF JURORS FOR MEANS DRUGS; ONLY 3 ACCEPTED

(Continued from First Page.)

not get a disinterested jury among them. The motion was overruled.

Department of Justice Representative Ambrose, who is said to have followed Means for two years and to have discovered that Means accepted thousands of dollars from the German Captain Von Papen, reappeared here today, silent and smiling as usual. It was hinted today by officials in a position to know that Means' trial may be brief with sensational developments following quickly on his possible acquittal.

Change of Tactics.

It is known others than Means are still under close surveillance, and would be involved in developments pursuant upon Means' acquittal.

The defense evidenced a change of tactics today when it followed the State's suit in rounding up experts to help prove Means' innocence of murdering the woman whose fortune the revolver and other accessories were found to have been disposed of while acting as her confidential adviser.

A cast of the tree crotch at lonely Blackwelder Springs from which Mrs. King is said by Means to have fired the revolver and other accessories, will be introduced at the trial; to refute the State's story, which will testify it was physically impossible for Mrs. King to have gotten the revolver in position to shoot herself as she was shot.

HYATTSVILLE'S EX-MAYOR GIVES TWO SONS TO NAVY

HYATTSVILLE, Md., Nov. 27.—Former Mayor and Mrs. Edward Devlin, of this place, have given their all to the navy to fight against absolutism. The boys, Edward, Jr., and John, are in the navy, the former having enlisted nearly a year ago and the latter several months ago. Edward formerly was in Company F, local militia, serving with this command on the border.

Mr. and Mrs. P. K. Parlette have two sons at Annapolis. They are Robert Upton and P. K. Parlette, Jr., both of whom joined the local militia as soon as they were old enough. Robert is a sergeant and Percival a corporal.

Deputy Sheriff Thomas H. Garrison has contributed two of his three sons to the army. Vernon and "Toots" Garrison are with the local troops at Annapolis. Richard, the other son, was formerly a member of Company F, but was rejected before the company went to the border on account of physical disqualifications.

ARGENTINA IS NEARER BREAK WITH GERMANY

BUENOS AIRES, Nov. 27.—Argentina is nearer today to declaring aggressive war against Germany than at any other time, according to members of Parliament, following the action of socialist members, who violated the common socialist doctrine and voted in Parliament for a rupture with Germany.

Criticism from socialists and neutrals of the course of socialist members caused them to file their resignations, which were refused.

There is much dissatisfaction here today over the fact that Count von Luxburg, former German minister to Argentina, has been permitted to return from the island of Martin Garcia to Buenos Aires. A demand had been made that he either be interned or forced to quit the country.

GERMAN SOCIALISTS WARN RUSS PEOPLE

STOCKHOLM, Nov. 27.—That the agents of Germany are deceiving the Russian people and giving false information about conditions in Germany is the charge made by Socialist newspapers reaching here from Berlin.

Attempts are being made to convince the Russian people that in making peace Germany will observe the right of nations to shape their own destiny. According to the Volks Zeitung, the "German government will not do anything of the kind."

This paper declares that if peace is made with Russia, it will be a peace to Germany's liking, whether it is for the best interests of Russia or not.

Selling the Product

By I. M. EARNEST.

Note—This is the first of a series of extracts from an address delivered at the Kiwanis Club of Washington by a salesman who has made good on the art of "Selling the Product." E. C. ROGERS.

Volumes have been written and hours consumed in talking on the subject of Selling; and yet, with the hope of recalling to your minds some things, really valuable, which you may have read or heard, I am going to give you the benefit of my reading and experience; in the form of an outline, together with extracts from the speeches and writings of eminent authority on the subject of Salesmanship.

Without giving the name of the authority in each instance; the quotations are taken at random from the utterances and writings of Hugh Chalmers, Edgar A. Russell, David Gibson, and the Proverbs of King Solomon.

Your attention is first directed to what most writers on the subject consider the necessary steps in connection with the making of a sale. They are seven in number, and whether or not we recognize them as being necessary, they are all taken at one time or another, either singly or in combination, during every sale.

1. The Preparation.
2. The Approach.
3. The Introduction to the Selling Story.
4. The Selling Story.
5. The Argument.
6. The Application.
7. The Climax.

Co-incidental with these seven steps, we must consider the fundamental qualifications of the salesman who is to take them; and, I think the best enumeration of these is the following: Health, Honesty, Ability, Initiative, Knowledge of the Business, Tact, Sincerity, Industry, Open Mindedness and Enthusiasm. A man may not possess all ten of these qualifications, but in proportion as he has them, will he succeed. Neither is it necessary for a man to take all of the seven steps separately, distinctly, or in order; but, just in proportion to his ability to do so, with complete understanding when and how each has been taken, smoothly and firmly, will he be assured of the object most desired, a sale of the product.

Continued Tomorrow.

COFFEE

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has started a happier existence for thousands of people, who, having a thought for nerves, stomach and heart, have switched to

POSTUM

as their usual table beverage.

This delicious cereal drink, made from wheat roasted with a little wholesome molasses, contains no caffeine nor other injurious drug, yet it has a snappy, coffee-like taste.

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"There's a Reason"

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WILSON WILL BAR SUGAR FROM ANY COMBINATION MEN

Steps to prevent dealers who have violated the combination sale order of the Food Administration from getting additional supplies of sugar from the quantity now being received in Washington are to be taken by Federal Food Administrator Clarence R. Wilson, it was learned today.

It will be his policy, he declared today, to keep this commodity from the hands of those who are continuing violation of the rule, following a warning given last week.

AMERICAN NAMES IN CANADIAN CASUALTIES

OTTAWA, Nov. 27.—A long list of Americans are mentioned in the casualty list of the Canadian Overseas, posted today. They are as follows:

Killed in action—G. R. Madden, Hayward, Wis.; C. J. McNamee, San Francisco; J. C. Castleman, Detroit; A. G. Ayers, Great Falls, Mont.; R. J. Staples, Rochester, N. Y.; J. F. Loney, Cortland, N. Y.; Herbert Sharp, Detroit; F. Bower, Lowell, Mass.; R. W. Haven, Portland, Me.; G. Brown, Boston.

Died—W. R. Motcalf, Palma, Mich. Presumed to have died—R. W. Peters, Wilton, N. H.

Wounded—J. L. Fister, Long Beach, Wash.; C. Cherry, Denver, Col.; W. Creighton, Chicago; C. C. Burger, William McKay, and Ralph Crew, Detroit, Mich.; J. H. Anderson, Evansville, Ind.; C. E. Loftis, Dayton, Ind.; Thomas Frodo, Coronado, Cal.; H. L. Riker, Graton, Iowa; Corp. Herman Kellogg, Grand Rapids, Mich.; William Ernst, John Rutledge Wood, Ravenna, Ohio; G. Martin, Van Buren, Mo.; P. A. Sherwood, Island Falls, Me.

BUTCHERS' CAMOUFLAGE WITH GOAT AND HORSE

Our good friend Camouflaged again is in our midst. The well-known goat has been camouflaged into lamb. Perhaps for some months past our Sunday roast has been well dressed goat that formerly knew not what it was to aspire to tables achieved by the gentle lamb.

No less a person than Health Officer William C. Woodward is authority for this report, and he says horse meat, as well as well dressed goat, Camouflaged's art, and is being sold for beef.

Goat meat is a perfectly good substitute for spring lamb, and so is horse steak for beef, according to the health officer, provided it is so labeled. But for the butcher to sell you either under the guise of "fresh spring lamb" or "tender beef" is against the health regulations.

Official notice is as follows:

"The fraudulent sale of goat meat for lamb and mutton is practically an established fact in the District, and the Health Department is postponing prosecution only in order that the evidence already in hand may be re-enforced by laboratory findings."

ENVOYS TO LEAVE IF RUSSIA MAKES PEACE

COPENHAGEN, Nov. 27.—If Russia enters into separate peace negotiations, the envoys of the allied powers at Petrograd will demand their passports, according to a dispatch from Hapara.